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[\[PDF\]](#) • Purchasing must become supply management

P Kraljic - Harvard Business Review, 1983 - ximb.ac.in

... the volume purchased, percent- age of total **purchase** cost, or impact ... availability, number of suppliers, competi- tive demand, **make-or-buy** opportunities, and ...

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A transaction cost approach to make-or-buy decisions

G Walker, D Weber - Administrative Science Quarterly, 1984 - jstor.org

... the supplier at this point, buyers should continue to **purchase** the component ... likely to be considered explicitly in every choice to **make** or **buy**, although in ...

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Total cost of ownership: an analysis approach for purchasing

LM Ellram - International Journal of Physical Distribution & 38; ..., 1995 - ingentaconnect.com

... based on their relative importance to that **purchase**. ... acquisitions, Supplier selection Ongoing supplier **make-buy** or with ... capital which can that **buy**, and can be ...

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Make or buy—a key strategic issue

D Ford, D Farmer - Long Range Planning, 1986 - Elsevier

... circuit boards (which are the company's biggest **buy**, involving a **purchase** approaching Clm ... future plans allowed the supplier to **make** investments with ...

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Total cost of ownership

LM Ellram - International Journal of Physical Distribution & Logistics ..., 1995 - emeraldinsight.com

... The latter was particularly true in **make/buy** or outsourcing ... by type of **buy**, also known as **buy** class ... unique, based on their relative importance to that **purchase**. ...

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Supplier selection problem: a comparison of the total cost of ownership and analytic hierarchy ...

KS Bhutta, F Huq - Supply Chain Management: An International Journal, 2002 - emeraldinsight.com

... magnitude and importance of the **buy** (Ellram, 1994 ... the board, enabling them to **make** sound selections ... How to calculate total **purchase** cost", Hospital Management ...

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Strategie Sourcing

MG Anderson, P B Katz - Computer - emeraldinsight.com

... is applicable to services as well as **materials**. ... also must change how they **buy** in order ... Traditionally, companies have focused on **purchase price** alone instead of ...

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Buying Your Way to the Top.

M Keough - The McKinsey Quarterly, 1993 - questia.com

... such as **material** specification, strategic **make/buy** analysis, and ... It is useful to **make** sure that project ... of performance put heavy emphasis on **purchase price**. ...

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**[doc] •An Inquiry into the Nature and Causes of the Wealth of Nations,(1776)**

A Smith - 1937 - wwwlb.aub.edu.lb

... in which they have some advantage over their neighbors, and to **purchase** with a ... us  
with a commodity cheaper than we ourselves can **make** it, better **buy** it of ...

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**An empirical investigation into supply chain management: a perspective on partnerships**

RE Spekman, JW Kamauff, N Myhr - Supply Chain Management: An International Journal, 1998 - emeraldinsight.com

... strategic aspects of **make-or-buy** issues, and ... the contribution one's suppliers can  
**make** to a ... purchasing metrics related to cost or initial **purchase price**. ...

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Key authors: [G Walker](#) - [P Kraljic](#) - [R Cooper](#) - [A Rindfleisch](#) - [W Deming](#)

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